

Message Text

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ORIGIN NEA-12

INFO OCT-01 ADP-00 PM-07 RSC-01 /021 R

DRAFTED BY NEA/ARP:GQLUMSDEN, JR

8/23/73 21481

APPROVED BY NEA/ARP:FMDICKMAN

DOD/ISA(NESA)GSICK

PM/MAS:DFARNHAM

DOD/DSAA DGRAND PRE

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FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

INFO SECDEF WASH

C O N F I D E N T I A L STATE 168209

E.O.11652:GDS

TAGS: MASS KU

SUBJECT: FMS: SANDERS ASSOCIATES

REF: (A) STATE 155133 (B) KUWAIT 2782

1. MURRAY BERKOW AND TOM MACKIN OF SANDERS ASSOCIATES HAVE NOW NOTIFIED US OF FIRM'S DECISION TO SEND REPRESENTATIVES TO KUWAIT ONLY IF KUWAITIS WANT THEM TO COME. IN THIS CONNECTION, HOWEVER, BERKOW SAYS HE HAD LONG DISCUSSION WITH "KUWAIT MILITARY TEAM LEADER" -- HE WAS NOT POSITIVE OF NAME, BUT DISCUSSION WAS ARRANGED BY DUTCH PHILIPS AND WE ASSUME HE MEANT LT COL AL-SAYEGH -- DURING KMT'S VISIT IN NETHERLANDS THIS PAST FEBRUARY. ACCORDING BERKOW, TEAM LEADER SAID GOK WOULD BE MOST INTERESTED IN TALKING TO SANDERS REPS IN KUWAIT ABOUT "RADAR AND ELECTRONIC COUNTERMEASURES TECHNIQUES."

2. BERKOW ASKED THAT, SINCE WE DO NOT RPT NOT WISH DIRECT SANDERS - MOD APPROACH, COULD WE ASCERTAIN IF KUWAITIS WOULD STILL BE INTERESTED IN SEEING ANYONE FROM SANDERS. HE SAID SANDERS WOULD ACCEPT ANY GUIDANCE
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PROVIDED BY EMBASSY KUWAIT AND ADDED THAT ONLY SHOULD THERE

BE SUCH ACTIVE INTEREST ON GOK SIDE WOULD IT BE WORTH
FIRM'S WHILE TO SEEK NECESSARY USG CLEARANCES ON THIS END.

3. WE HAVE AGREED TO BERKOW'S PROPOSAL AND WOULD
APPRECIATE YOUR CONTACTING MOD AND/OR LT. COL. SAYEGH AND
INQUIRING IF KUWAITIS REMAIN INTERESTED IN TALKING TO
SANDERS REPS IN KUWAIT. FYI SANDERS HAS SO FAR BEEN
MORE ALERT THAN SOME OTHER FIRMS IN RESPECTING GOK WISHES
RE COMMERCIAL APPROACHES TO MOD. END FYI ROGERS

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